

# shipping

## MANAGEMENT

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CITY 1956

AUGUST 1956

THE "HOW-TO" PUBLICATION OF PACKAGING, TRAFFIC AND SHIPPING

**PAYLOAD**  
Air cargo report and analysis  
*The Air Shipper*

**BPA**

**READERS' ROUTER**

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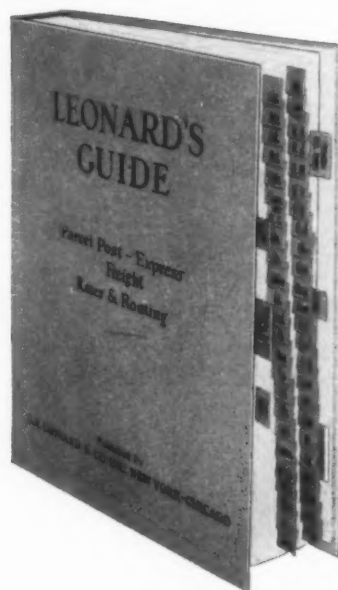
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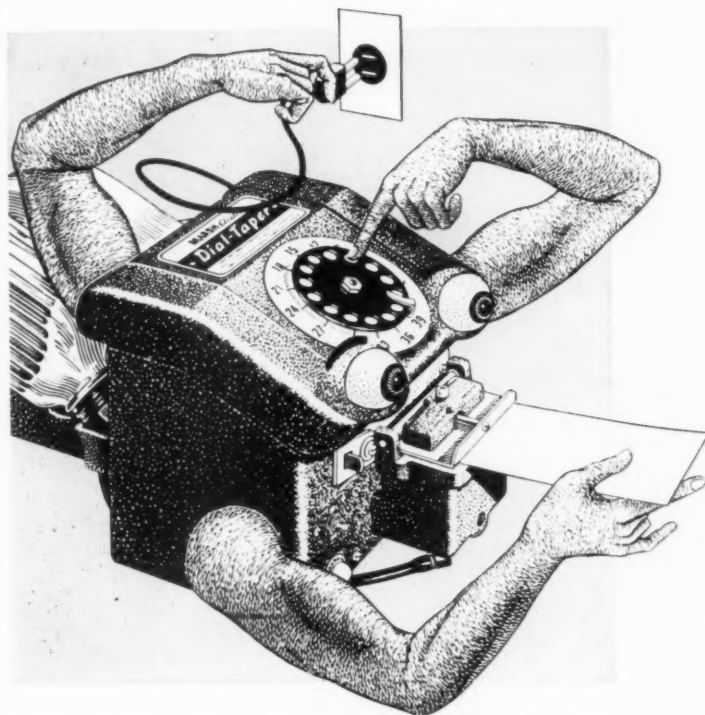
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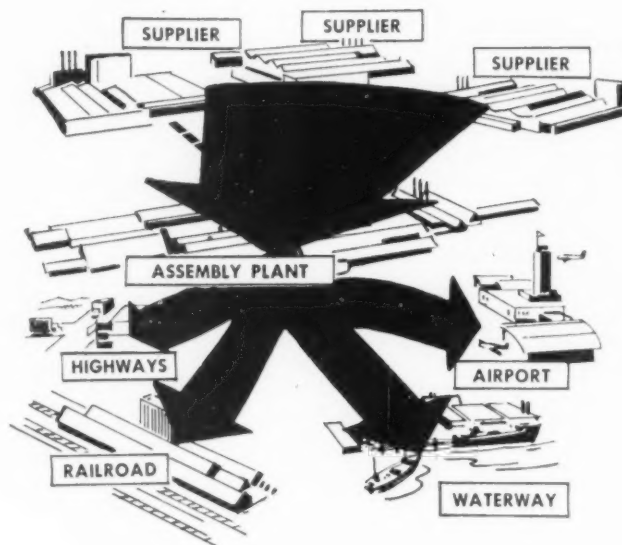
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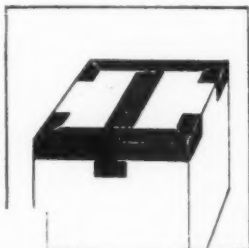
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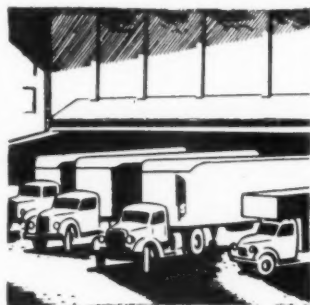
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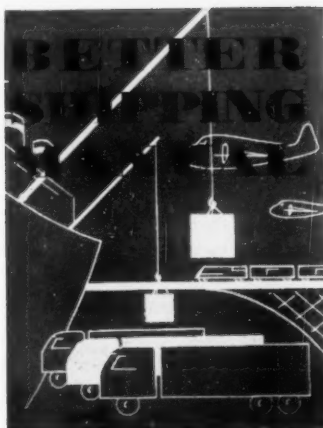


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# PACKING A PUNCH

AUGUST, 1956

EACH NEW TECHNOLOGICAL development in the railroad industry brings about a generally improved safety performance, the Safety Section of the Association of American Railroads was told during its recent annual meeting at Louisville, Ky.

Richard G. May, Vice President in charge of the A.A.R. Operations and Maintenance Department, said that two outstanding recent developments in American railroading have been the automatic coupler and the diesel locomotive.

"Safety is, has been, and will always be of paramount importance to the railroad industry," Mr. May stated. He said that safety is the keynote of all new equipment, both passenger and freight, being tested and operated on the nation's railroads today. He added that there are more than 80 separate engineering and mechanical research projects under way at the present time within the A.A.R. to promote safety.

THE CLAIMS DEPARTMENT of a motor carrier organization deals only with mistakes—but its work can be one of the company's most effective selling forces, Max Cooke, vice-president of McLean Trucking Company, stated at the recent annual meeting of the National Freight Claim Council of the American Trucking Association in Cleveland.

Speaking on the topic, "How the Freight Claim Department Can Assist the Sales Department," Mr. Cooke said that, "First there is the claim prevention program. Its purpose is to prevent mistakes in checking and handling freight. Next is the OS&D (overages, shortages and damages) control program. This is to correct those mistakes which were not prevented. Finally there is the claim investigation section which must handle to the satisfaction of all concerned these mistakes which were neither prevented nor corrected."

However, he continued, there are several things which a claim department can do with these "mistakes" to assist the sales part of the company to do an all-round better job. He listed them as: (1) Prompt settlement of claims where justified and prompt handling for withdrawal if claim is not justified; (2) Provide sales personnel with copies of correspondence

(Continued on Page 30)

# shipping MANAGEMENT

Vol. 21—No. 8

COMBINED WITH

**PAYLOAD & The Air Shipper**

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SHIPPING MANAGEMENT, AUGUST, 1956



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revolutionary advantages too! It seals even with ice water. You can seal instantly, anywhere—in refrigerated or cold, drafty shipping rooms—without heating dispenser water or using costly wetting agents.

RENACEL, teamed with Supple-ization (another Hudson exclusive), gives tape a smooth, silky feel, makes it even more pliant. The tape molds to the carton, handles easier, faster . . . Tape can be stored longer with safety. The rolls open easily, dispense smoothly . . . Bonding strength actually increases with time. Tape won't peel. Cartons remain sealed.



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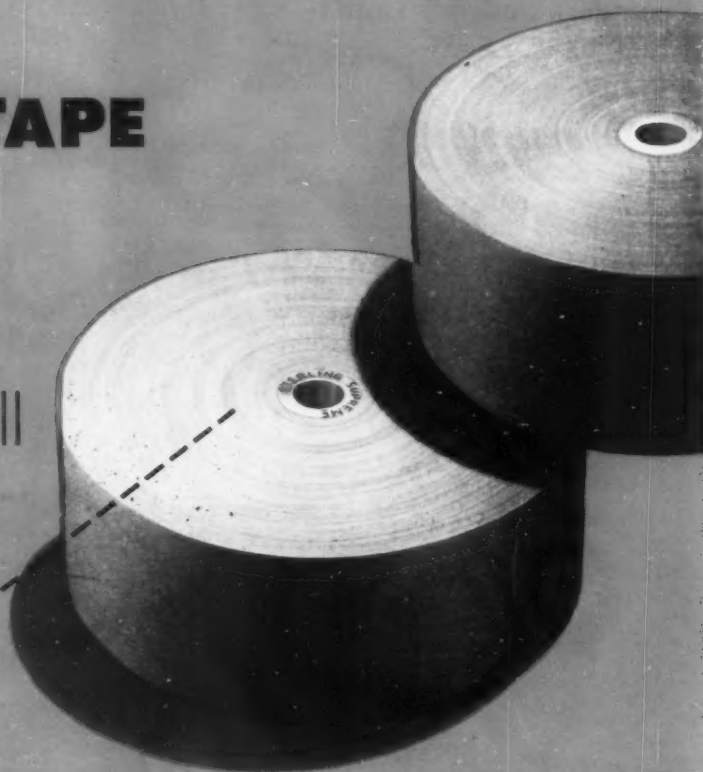
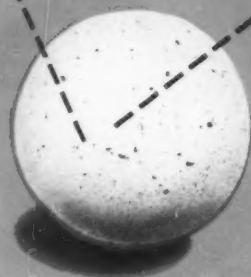
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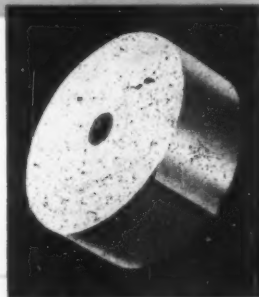


For many years dusty rolls of sealing tape were not only a nuisance but a serious problem in the packaging room. Dust fouled up the moistening equipment, contaminated certain types of products and created an atmosphere that was injurious to those who were allergic to paper or adhesive dust. But that's past history to users of **STERLING SUPREME** and **TROJAN IMPERIAL** Sealing Tapes. Gummed Products solved this problem.

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# **Traffic Management As A Profession**

**It Meets Every Standard For Professional Status**

By G. LLOYD WILSON

Chairman, Transportation & Public Utilities Department  
University of Pennsylvania

This article is edited from an address made by Professor Wilson at the 35th annual conference of the Traffic Group, National Retail Dry Goods Association, last April 17 at Philadelphia. Prof. Wilson, whose articles have appeared previously in SHIPPING MANAGEMENT, is a strong advocate of greater recognition for traffic managers as an important segment of top business management.

**THERE ARE GREAT AND GROWING** responsibilities and opportunities in traffic management—for industries, commercial enterprises, and government agencies. Traffic management is important in all organizations engaged in production, manufacturing, processing and distribution, including retail dry goods and merchandising. These opportunities and responsibilities are open to those possessed of the requisite general education, technical training and experience in traffic management, and to the business organizations of all types and sizes who are wise enough to appreciate them.

If traffic men in industrial, carrier and Government services are competent, constructive in their attitudes, and conscious of each other's problems and responsibilities, the adequacy of transportation services and the proper and equitable relationships of compensatory and reasonable rates will be improved and the vital public interest in transportation will be promoted.

The status of the traffic management field as a profession has been a subject of debate among traffic and transportation men. The foundation for traffic management has been laid, many years ago, upon a comprehensive background of rights and duties of shippers and carriers provided by

the Interstate Commerce Act and by the decisions of courts and of the Interstate Commerce Commission and other regulatory bodies.

The category of recognized professions is growing continually. New professions appear as business techniques and practices change and develop. Each of the ancient learned professions—law, medicine, the church, education, and arms—tends to develop specialized subdivisions as the body of knowledge and technical data grows more complex. As industry and commerce have become more highly specialized, a number of engineering and other professions have emerged. Accountancy in several branches has become recognized as a profession calling; insurance has gained that recognition; marketing, including sales management and purchasing, and traffic management are in the development stages.

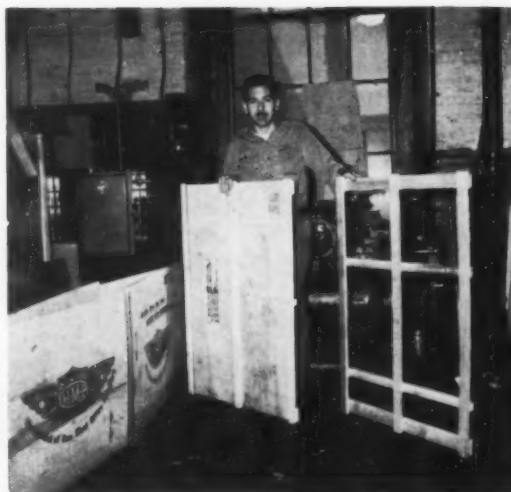
## **Hallmarks of A Profession**

A profession is defined as a calling or vocation, especially one that requires primarily specialized knowledge, skill and devotion. It is a vocation, but it is more than just a way of earning a living. It requires also continuous study and application. It is pursued with enthusiasm, zeal, and fervor, as the profession of a faith or belief and not just a job. These characteristics set apart the vocations which are professions from others. The line of demarcation is not always clearly defined.

The hallmarks of professional status from the

*(Continued on Page 34)*

In first picture at right packer demonstrates three simple pieces which make up the plywood crate. "Tube" is at left, plywood top in center, bottom piece at right. Second picture shows "tube" opened.



## Factory's New Plywood Container For Desks, Saves Labor in Crating And Eliminates Damage Claims

**CHANGING TO A PLYWOOD** container brought great savings in crating labor, substantially increased the quality of the package, and virtually eliminated transit damage for a New Jersey office furniture factory, in an industry plagued with transportation damages. In addition, use of the plywood container actually cut containerization material costs. Other improvements included the elimination of a troublesome bottleneck in Hillside Metal Products' assembly line, and development of a container that provided a much better advertising billboard for the company.

In a fiercely competitive industry about 45 years old, Hillside, a dynamic, aggressive company, has achieved in 11 years the highest quality standards in its products, on a most competitive price basis. Adhering to rigid federal, state and municipal standards and specifications for equipment and packaging is a cornerstone of the company's competitive operation. According to an official of the company:

### Packaging Has Not Kept Pace

"Packaging in this industry has not kept pace with the improved quality of the product from

both a standpoint of labor crating costs and security in transit. Claims have beset the dealer at considerable loss of time and money. This dual problem has been practically eliminated by the new container presently being used by Hillside."

### Complete Change

Adoption of a plywood crate constituted a complete change in the packaging operation. Cost-wise materials in the new crate proved to be a little more expensive than the former packaging method, but these increased material costs were more than offset by labor-saving crating costs. The old method of packing required that two men take eight hours to carton twenty-five desks. With the new crate one man can pack fifty desks in eight hours. An additional benefit of the speed at the packaging end has been elimination of a production line bottleneck, bringing considerable hidden savings in terms of continuous manufacturing operations.

The plywood box now used by Hillside Metal Products is a much simpler unit than the previous container, both in the parts which make it up and in terms of the number and variety of inserts and

stiffeners needed to pack the desks solidly enough to meet transportation hazards. The plywood box actually arrives at Hillside's plant in three separate pieces. These consist of a skid base, a solid top piece, and a four-sided plywood "tube" which is received flat and is opened up for packaging (see photos). The plywood "tube" is held together by special fibreboard seams stapled to the plywood.

### Customers Pleased

According to officials of the company Hillside customers are very pleased with the much "cleaner" appearance of the package on arrival at destination. This has been a valuable asset to the sales department since a customer gets a much healthier reaction when the crate in which he receives the product does not have a man-handled appearance. Most important to all concerned is the fact that damage claims have been virtually eliminated. The net result of the change is that the customer receives a product packed in a box that is not only more attractive but is considerably more substantial and durable.

Packaging is simple. In the method used at Hillside, desks slide face down on a gravity conveyor from the final assembly line to the packaging area. The first step is to open the plywood tube and place it over the desk (see photo). Corrugated stiffeners are pushed into the corners between the tube and the desk. Second step is to place the skid over the desk. An air-powered staple gun firmly fixes the skid to the plywood tube's sides. Then the entire unit is turned over and the top piece is stapled to it to complete the shipping container.

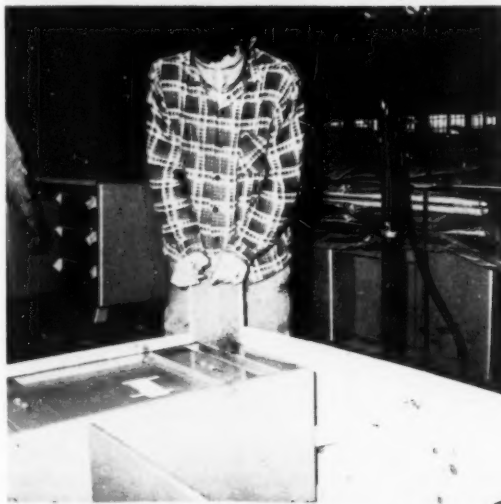
### All Carriers Approve

Company officials of Hillside Metal Products Corporation pointed out that the new crate has been so effective as to win the unqualified approval of all carriers including motor, rail, air and water. What's more the container is successfully used in the hazardous journey which is involved in export shipping.

Hillside has solved the industry's lifetime problem of costly ineffectual packing with this new simplified method of crating.

This progressive young company in a most competitive industry, has demonstrated that *packaging* quality is as essential as *product* quality in increasing sales volume and achieving resulting customer satisfaction.

Arrangements for this article were made through the courtesy of Atlas Plywood Corporation, whose Ply-Fold container is described. Hillside Metal Products Co. was interviewed by staff photographers and writers.



Top: Placing opened "tube" over finished desk. Center: inserting corrugated corner stiffeners. Bottom: Air gun is used to staple bottom piece to container.





## TUNING IN



### **SIPMHE's Short Course at St. Louis Show in October to Stress Costs Analysis**

Costs analysis, methods and human relations in production and management will be stressed in the annual technical short course to be conducted by St. Louis University for the SIPMHE Show in St. Louis next October 22-25. Stephen W. Vasquez, Dean of the University's School of Commerce and Finance, has been named coordinator of the course, it was announced by J. W. McReynolds, SIPMHE president.

The course, which will take place at Kiel Auditorium along with other SIPMHE events, will also provide a curriculum of lectures and demonstrations in both technically advanced levels of protective packaging and materials handling engineering, and in more fundamental subjects.



W. Vernon Swofford (left) is the general chairman of the SIPMHE Exposition. Stephen W. Vasquez (center), Dean of the School of Commerce and Finance at St. Louis University, is the coordinator of SIPMHE Short Course, while Elmer A. Kruse (right) is chairman of the planning committee for the Course.

McReynolds also announced the appointments of W. Vernon Swofford, package engineer of Sef-ton Fiber Can Co., as general chairman of the 11th annual Protective Packaging and Materials Handling Exposition, of Elmer A. Kruse, supervisor of packaging specifications, Wagner Electric Corp., as chairman of the planning committee for the Short Course, and of Wilmer J. Balster of the Don L. Quinn Co., as chairman of the Protective Packaging and Materials Handling Competition. Both the competition and the exposition will be held with the short course at the same time.

### **Industrial Bag & Cover Ass'n Bids FTC Set Up Trade Practice Unit**

Authorization will soon be asked by the Industrial Bag and Cover Association from the Federal Trade Commission for the establishment of an Industrial Trade Practice Committee. This move will be made in line with a decision reached at the

Association's 6th annual meeting which took place June 18-22 at the Cloister, Sea Island, Georgia.

Harry M. Hanson, president of the Kennedy Car Liner & Bag Co., was unanimously elected to the presidency of the association. Alvin A. Abramson, treasurer of Central States Paper & Bag Co., was elected vice president. Philip O. Deitsch was named for a seventh term as administrative officer.

### **Packaging Institute Forum to Feature Seminars on Production & Packaging**

Seminars on flexible packaging and production line problems will highlight the Packaging Institute's 18th annual forum scheduled for September 10-12 in Cleveland, Ohio.

John M. Cowan, director of the National Flexible Packaging Association, will keynote the morning session of the flexible packaging seminar. He will talk on the "Functional Properties of Packaging Structures." A number of industry leaders will discuss the packaging properties of cellulose acetate, foil, mylar, paper and pliofilm. The afternoon session of this seminar will be devoted to "Polyethylene and its Functional Properties." W. B. Tibbets of Bakelite Company will preside.

The production line seminar will feature talks by Edward Wixted of Schering Corporation on the "Layout of New Production Lines"; Frank Senger of Ortho Pharmaceutical Corp. on "Protective Packaging on the Production Line"; and William B. Bronander, Jr. of Scandia Manufacturing Co. on "Protection for Buyer and Seller in Packaging Machinery Purchase Specifications."

### **Stivers Elected Pres. of Eastern SIPMHE Division; Farrington Named Exec. V.P.**

Earl R. Stivers of Package Research Laboratories has been elected president of the Eastern SIPMHE Division. He succeeds Allyn C. Beardsell. Other new officers are: John D. Farrington, Jr., Jiffy Manufacturing Co., executive vice president; Eugene Wald, Champion Paper Products Co., vice president, packaging; E. J. Perruzzi, E. R. Squibb & Sons, vice president, materials handling; Julius J. Puchy, Western Electrical Instrument Co., vice president, transportation; Frank Cohen, New York Ordnance, vice president, education; Donald Lughrey, Jerome F. Gould Corp., secretary; and Benjamin T. Brooks, treasurer.





Packer of Oklahoma City firm has removed stencil from shipping order and places it on the ink pad of a special hand applicator.

## Firm's New Marking Method Speeds Addressing



Typist proofreads stencil with shipping copy of invoice, then attaches stencil to order form before it is assembled and packed.

By C. D. FORBES,  
Traffic Manager  
Macklanburg-Duncan Company  
Oklahoma City, Okla.

A simplified method of addressing multiple shipments with Sten-C-Label Squeeze-Feed Applicator is shown on front cover. Shipping clerk is employee of Macklanburg-Duncan Company, Oklahoma City, Oklahoma.

**A SIMPLIFIED AND MORE EXACT** method of addressing outbound packages of building hardware and specialties is saving Macklanburg-Duncan \$57 worth of employees' time daily. What's more important, a "standstill" in shipping that occurred under the former marking-stencilling procedure has been eliminated. The new system enables us to get far greater production per square foot out of our over-all plant and shipping operation.

Briefly, our package labeling is now set up in the office prior to order assembly, through the use of a new type of stencil label supplied in continuous form for rapid typewriting. One stencil accompanies the plant copy of each order. That enables packers to hand-stamp each container for shipment as soon as it is packed or weighed. The inexpensive stencil can be disposed of. We no longer have the labor and delay involved in cutting or finding, cleaning and filing reusable stencils—on which three girls used to spend a total of 8 hours a day among them.

Packers used to be slowed down in pulling merchandise from stock by the need to write identification tags and stick them on each package for the guidance of the markers. Our new system combines the two operations into one simple step.

Working from the plant copies of orders, the operator of an Underwood electric typewriter equipped with Standard Register Company's Registrator Platen cuts the new type stencils in less

time than either finding or cleaning of the old stencils used to take. The machine is equipped with large bulletin type. The typist is able to prepare a more complete label than we formerly had. A customer's order number, for example, can be incorporated—or our customer's code inserted where "ship to" differs from "sold to."

After processing a batch of orders, the typist removes the strip of stencil labels. Proofreading as she goes, she detaches each stencil from its protective backing and attaches it by means of its adhesive strip to the order.

Macklanburg-Duncan manufactures 1100 items in 8 different major lines, which must be assembled and packed under two different methods. The new type stencilling system has advantages in both. Hardware items are ordered in mixed quantities for specific jobs, and are brought together on long assembly tables. It is important to identify the packages with the order right from the start. This the packer readily does by removing the typed stencil from order, picking it up on the pad of a specially provided squeeze-feed applicator, and touching it to the panel label area printed on the carton itself.

Other items, such as calking and glazing compounds, screen door grilles, and house numbers come in uniform case packages which are ready for labeling in the same manner and shipping any time.

The new type of marking (particularly with the bulletin type) has proved perfectly acceptable to all our carriers. In a recent test of durability, we marked 414 packages with one stencilling label and it was still going strong.

Some of the fragile items—ranging from Christmas tree ornaments to delicate furniture—which were hauled by General Motors' new air-ride truck, are exhibited beside the trailer. Despite their flimsy and light-weight cartons, none of the items was damaged in thousands of miles of shipment in the air-ride vehicle.

This article by Mr. Atkinson was prompted by General Motors' recent development of the prototype air-ride suspension for use over conventional type springs on coaches, trucks and trailers. The suspension cushions freight and vehicles against shocks in transit.



## Air Ride Suspension Tests Successful

### MAY FORECAST SWEEPING CHANGES IN PACKING METHODS

By J. D. ATKINSON

Manager, Parts Warehousing & Distribution  
General Motors Corporation, Truck & Coach Division  
Pontiac, Michigan

**THE ADOPTION OF AIR RIDE** suspension has revolutionized the riding quality of coaches to such an extent that we were amazed and feel the same will be true in the field of cargo vehicles when this principle is adopted.

When it was learned that air ride suspension was being made available on tractors, trucks and trailers, our Package Engineering Department began to wonder what effect this would have on packaging requirements.

To determine the effects, we began by preparing two identical shipments of common commodities, such as panoramic windshield glass, coach half windshield glass, destination sign glass, cab doors with glass, eggs, Christmas tree ornaments, China dinnerware and pretzels. Most of these items were packaged in two different methods.

The number one method was always the standard or regular package used for ordinary shipment. Other method of packaging was to use less or lighter weight fillers and/or lighter weight cartons in an effort to establish, in our opinion, just how far that packaging requirement could be reduced when air ride suspension is used.

The reason for two shipments was that one was to be sent by common carrier having equip-

ment fitted with conventional type springs and the other shipment would go by the experimental tractor and trailer fitted with air ride suspension. Each shipment had sixteen packs and, as prevention and, of course, represents the control. The previously mentioned, this would be eight standard packages and a corresponding light pack for each standard pack.

Let's use the truck panoramic windshield for an example. The standard package weighed 38 lbs. gross, 26 lbs. net and 12 lbs. tare or package weight. The light package weighed 32 lbs. gross, 23 lbs. net and 6 lbs. tare or package weight. This resulted in a tare weight saving of 6 lbs. or 50% of the original tare weight. Similar weight savings resulted between each standard and corresponding light pack in addition to an undetermined amount of saving in cube.

The two identical shipments were prepared and one was loaded in a common carrier's vehicle fitted with conventional type springs and the other shipment was loaded in the experimental vehicle fitted with air ride suspension. Both shipments left Pontiac, Michigan, on January 25, 1956, destined for Miami, Florida; a distance of 1,752 miles. When the two shipments arrived at Miami, each package of each shipment was



Air-Ride vehicle is shown gliding along a highway in California. Proto-type of a regular production model scheduled to roll off the assembly lines later this year, the trailer rides on air-filled, rubberized bellows instead of conventional leaf springs.

opened and checked carefully for the following points:

1. Damage to the outer container.
2. Damage to the inner fillers.
3. Movement of contents within the container.
4. Damage or breakage to the contents.

After a thorough check of each package had been completed, we noticed that no serious damages had resulted in either shipment. However, several minor results were noted with reference to light weight packs, which were shipped by common carrier.

The pretzels shipped in the experimental vehicle arrived at Miami in perfect condition while those shipped by common carrier were badly broken and powdered. The light cartons and or fillers showed that considerable fatigue had developed from ordinary road shock. A slightly crushed appearance to some of the light weight cartons was noticed. This was undoubtedly due to piling heavier packages on top of the lighter ones. By these minor results, it became very evident that we could not reduce the packaging requirement so long as the common carrier's equipment was fitted with conventional type springs. Therefore, this portion of the test was practically eliminated at this point.

From the results of the air ride shipment to Miami, we were convinced that further tests with fragile items should be conducted. A manufacturer of jalousie windows, in Miami, supplied us with a shipment of windows which he wanted delivered in Los Angeles, California. Instead of these windows being packaged in the customary

manner for over-the-road shipment, they were put in bundles, using only strips of corrugated board for protection under the steel straps. Another item that was added to the shipment in Miami was a live potted orange tree about four feet high bearing oranges. The oranges were approximately two-thirds grown. There were twelve oranges on the tree in Florida and twelve oranges were on the tree when it arrived in Pontiac. The air ride suspension vehicle returned to Pontiac before going to Los Angeles and upon it's arrival in Pontiac some of these items had traveled 3,504 miles without noticeable damage of any description. Even the Christmas tree ornaments were unbroken.

After each inspection of this shipment, our enthusiasm soared to a new height. We began to realize that we had not approached the limit to which packaging requirements could be reduced. Therefore, before starting this vehicle for Los Angeles, California, we added cases of pickles, olives and jellies. One case of each of these was shipped as purchased from the wholesale grocer and the other case was repacked in containers constructed of 125 lb. test corrugated board. In addition to these lighter weight packages, we added more windshields to the shipment.

The added windshields were packaged in cartons constructed of 125 lb. test corrugated board. One typical example is the truck panoramic wind-

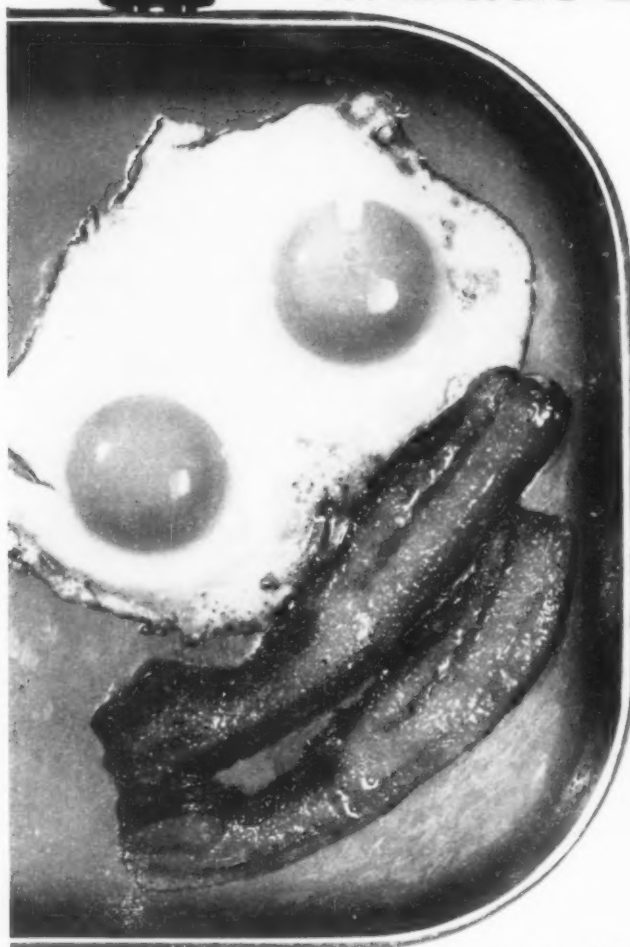
*(Continued on Page 35)*



J. D. Atkinson, author of this article, inspects a can of pretzels which weathered thousands of miles of cross-country air-ride unscathed. They were cushioned from road jolts by the suspension truck. Big savings are anticipated because the truck's extremely smooth ride allows lightweight packaging methods.



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\* 2,198,837 in 1955

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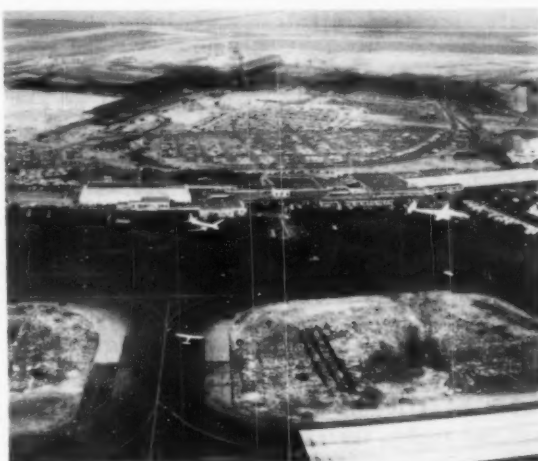
and *The Air Shipper*

## Rates ★ Tariffs ★ Commodities

● EFFECTIVE AUG. 17, THE SPECIFIC commodity rates tariffs of Northwest Orient Airlines will include the following addition: Jewelry, novelties and/or other personal ornaments (excluding watches), from Honolulu to Portland, Ore., or Seattle, 20¢ a lb., minimum 100 lbs.

● THE SPECIFIC COMMODITY RATES TARIFFS of Scandinavian Airlines System will include the following additions or changes between New York/Boston and points shown, effective Aug. 15 except as otherwise dated — minimum weight 100 lbs.: Brass manufactures, Delhi, \$2.53 per kg. minimum weight 100 kgs.; Aug. 22. \* Furs, hides, pelts and skins, not elsewhere specified, Leningrad, \$2.17 per kg.; minimum 45 kgs.; July 24. \* Casings, Kabul, \$2.13 per kg., minimum 45 kgs.; Aug. 22. \* Foodstuffs, including spices and beverages, not elsewhere specified, Karachi, \$1.51 a lb. (rate applies from New York only). \* Crabs, crawfish and lobsters, Lisbon, 99¢ per kg., minimum 45 kgs. \* Mealworms, London, \$1.01 per kg., minimum 45 kgs. \* Floral and/or nursery stock, excluding cut flowers, not elsewhere specified, Birmingham, Cologne, Dusseldorf, Glasgow, Liverpool, London, Paris, Manchester, 41¢ a lb.; Frankfurt, 45¢ a lb.; Milan, 68¢ a lb. \* Leather and leather products, excluding wearing apparel, Calcutta, \$2.53 per kg., minimum 100 kgs. (rate applies only to New York). \* Metal moulds, Berlin, Bremen, Cologne, Dusseldorf, Frankfurt, Hamburg, Hanover, Munich, Nuremberg, Stuttgart, 55¢ a lb. or \$1.21 per kg., minimum 45 kgs. \* Molybdenum and tungsten wire and sheets, Innsbruck, 46¢ a lb. \* Surface vehicles, self-propelled, excluding marine, Karachi (from New York only), \$1.51 a lb. \* Electrical equipment, excluding machinery, Karachi (from New York only), \$1.51 a lb. \* Electrical equipment, not elsewhere specified, Colombo (from

### AIRPORTS & TERMINAL FACILITIES



★ STEEL FRAME OF THE 11-CITY-BLOCKS-LONG \$27,000,000 International Arrival Building and adjacent airline wing buildings (upper left) in the \$90,000,000 "Terminal City" at New York International Airport under construction by The Port of New York Authority. It will be completed in mid-1957.

New York only), \$1.64 a lb. \* Engines and turbines, Karachi (from New York only), \$1.51 a lb. \* Machinery, excluding engines, turbines, electrical and office machinery, Karachi (from New York only), \$1.51 a lb. \* Raw quartz, London, 77¢ a lb. \* Chemicals and pharmaceuticals, Karachi (from New York only), \$1.51 a lb. \* Precision instruments, apparatus and supplies, Karachi (from New York only), \$1.51 a lb. \* Scientific and precision instruments, excluding watches and clocks, not elsewhere specified, Malmo, 67¢ a lb. \* Films, Karachi (from New York only), \$1.51 a lb. \* Imitation jewelry, novelties, ornaments, excluding watches and clocks, Jerusalem, 79¢ a lb.; Malmo, 67¢ a lb.

PAYLOAD & The Air Shipper is published twice a month — once as a section of Shipping Management and again as a separate newsletter from SM. Lucien Zacharoff, Editor and General Manager. Address news and editorial communications intended for Payload to G.P.O. Box 775, Brooklyn 1, N.Y.; telephone ULster 5-2243. All other business communications should be sent to Shipping Management magazine, 425 Fourth Ave., New York 16, N.Y.; telephone MUrray Hill 3-6280-1.



# Rates ★ Tariffs ★ Commodities

● EFFECTIVE AUG. 15, THE SPECIFIC commodities rates tariffs of Air France will include the following additions or changes between New York/Boston and points shown - minimum weight per shipment 45 kgs.: **Foodstuffs, including spices and beverages**, to Karachi from New York only, \$3.33 per kg. \* **Furs, hides, pelts and skins**, Bergen or Christiansand, eastbound \$1.37 per kg., westbound \$1.54 per kg. \* **Mealworms**, Birmingham, London, Manchester, \$1.01 per kg. westbound. \* **Foodstuffs, including spices and beverages**, not elsewhere specified, Lyon, \$1.16 per kg. \* **Crabs, crawfish and lobsters**, Lyon, \$1.01 per kg. \* **Furs, hides, pelts and skins**, Lyon, \$1.34 per kg. \* **Floral and/or nursery stock, excluding cut flowers**, not elsewhere specified, Birmingham, Cologne, Dusseldorf, London, Manchester, Paris, 90¢ per kg.; Lyon, 92¢; Frankfurt, 99¢; Milan, \$1.50. \* **Tobacco samples**, Bergen, eastbound \$1.65 per kg., minimum 10 kgs. \* **Yarn, thread, fibres, textiles and textiles manufactures**, not elsewhere specified, Bergen, \$1.19 per kg.; Lyon, \$1.12 per kg. \* **Metal moulds**, Berlin, Bremen, Cologne, Dusseldorf, Frankfurt, Hamburg, Hanover, \$1.21 per kg. \* **Molybdenum and tungsten products**, Innsbruck, \$1.01 per kg. \* **Drawn-work, needlework, embroideries and lace, excluding wearing apparel**, Bergen, \$1.48 per kg. \* **Silverware**, Bergen, \$1.53 per kg. \* **Business and office machines and supplies, machinery and tools, vehicles**, not elsewhere specified, excluding steamship and motorship machinery spare parts, Bergen, Christiansand, \$1.48 per kg. \* **Aircraft assembled or disassembled** (shipments weighing less than 1 lb. for each 300 cu. in. will be assumed to weigh 1 lb. for each 300 cu. in. or fraction thereof, for determination of weight charges to be assessed), Bergen, Christiansand, \$1.48 per kg. \* **Electrical equipment, excluding machinery**, Karachi, \$3.33 per kg. (applies eastbound from New York only). \* **Metal moulds**, Munich, Nuremberg, Stuttgart, \$1.21 per kg. \* **Electrical equipment, not elsewhere specified**, Stavanger, \$1.48 per kg. \* **Engines and turbines**, from New York only, to Karachi, \$3.43 per kg.; to Leopoldville, \$2.69, minimum 100 kgs., and \$2.54, minimum 500 kgs.; to Tananarive, \$3.43 per kg. \* **Chemicals and pharmaceuticals**, from New York only, to Karachi, \$3.33 per kg. \* **Chemicals, drugs, pharmaceuticals and medicines**, not elsewhere specified, Bergen, Christiansand, Stavanger, \$1.48 per kg. \* **Raw quartz**, London, eastbound only, \$1.70 per kg. \* **Precision instruments, apparatus and supplies**, from New York only, to Karachi, \$3.33 per kg. \* **Films**, from

New York only, to Karachi, \$3.33 per kg. \* **Gramophone records and recording tape**, Bergen, Stavanger, \$1.38 per kg.; Christiansand, \$1.48 per kg.; eastbound from New York only, to Beirut, \$1.75 per kg. \* **Cosmetics, toilet preparations and articles, perfumes**, Bergen, Stavanger, Christiansand, \$1.48 per kg.; Lyon, \$1.16. \* **Plastic material and articles partly finished, not including completely finished articles, not elsewhere specified**, Bergen, Christiansand, Stavanger, \$1.48 per kg.; Lyon, \$1.18 per kg. \* **Newspapers, magazines, periodicals and books, including printed matter and sales promotional material**, Lyon, \$1.16 per kg. \* **Scientific and precision instruments, excluding watches and clocks, not elsewhere specified**, Bergen, Christiansand, Stavanger, \$1.48 per kg.; Lyon, \$1.23. \* **Musical instruments, boxes including gramophones**, Bergen, Stavanger, \$1.41 per kg.; Christiansand, \$1.48 per kg.; Lyon, \$1.16. \* **Imitation jewelry, novelties, ornaments, excluding watches and clocks**, Bergen, Christiansand, Stavanger, \$1.48 per kg.; Jerusalem (Jordan), \$1.75 per kg.; Lyon, \$1.23 per kg. \* **Toys, sporting goods and supplies**, Bergen, Christiansand, Stavanger, \$1.48 per kg.; Lyon, \$1.23 per kg. \* **Pens and pencils**, Bergen, Christiansand, Stavanger, \$1.48 per kg.; Lyon, \$1.12. \* **Household wares, consisting of devices, tools or instruments applied to housekeeping tasks, articles commonly used in household living or maintenance, not elsewhere specified**, Bergen, Christiansand, Stavanger, \$1.48 per kg.; Lyon, \$1.23 per kg.

● EFFECTIVE AUG. 22, THE FOLLOWING addition will be included in the specific commodities rates tariffs of Braniff International Airways: **Furs, hides, pelts and skins, excluding wearing apparel**, not otherwise specified, from Asuncion or Buenos Aires to New York, 50¢ a lb., minimum 1,100 lbs.

● A NEW CARGO MEMORANDUM TARIFF has been issued by Swissair, incorporating a number of ideas and suggestions sent in by shippers after the publication of an earlier memo tariff. One of them is a greatly expanded basic rate chart which now shows rates from 45 cities in the United States, Canada and Mexico to 64 destinations in Europe, the Near and Far East. Also included are the city code designators for all cities shown. An expanded specific commodities chart shows rates to 55 European, Near and Far Eastern cities.

● **SPECIFIC COMMODITIES RATES TARIFFS** of Trans World Airlines include the following changes or additions, effective Aug. 15, unless otherwise dated, between New York Boston and points shown - minimum weight per shipment 100 lbs., except as noted: **Floral and/or nursery stock, excluding cut flowers** (not elsewhere specified), Birmingham, Dusseldorf, Glasgow, Liverpool, London, Manchester, 41¢ a lb.; Milan, 68¢; Paris, 61¢. \* **Metal moulds**, Munich, 55¢ a lb. \* **Surface vehicles, self-propelled, excluding marine**, Karachi, \$1.51 a lb. (applies to New York only). \* **Electrical equipment, excluding machinery**, Karachi, \$1.51 a lb. (applies to New York only). \* **Electrical equipment** (not elsewhere specified), Colombo, \$1.64 a lb. \* **Engines and turbines**, Karachi, \$1.51 a lb. (applies to New York only). \* **Raw quartz**, to Birmingham, Glasgow, Liverpool, London, Manchester, 77¢ a lb. \* **Machinery, excluding engines, turbines, electrical, business and office machinery**, Karachi, \$1.51 a lb. \* **Gramophone records and recording tape**, Beirut, 79¢ a lb. \* **Mealworms (angleworms)**, Glasgow, Birmingham, Liverpool, London, Manchester, 26¢ a lb.; Aug. 1. \* **Crabs, crawfish and lobsters**, from Lisbon, 99¢ per kg., minimum 45 kgs.; Aug. 1. \* **Foodstuffs including spices and beverages** (not elsewhere specified), Karachi, \$1.51 a lb. (applies to New York only)

● **EFFECTIVE AUG. 15, THE SPECIFIC commodity rates tariffs** of the British Overseas Airways Corp. will include the following additions or changes, between Boston/New York and points shown - minimum weight per shipment 100 lbs.: **Foodstuffs, including spices and beverages**, not elsewhere specified, to Karachi, \$1.51 a lb. \* **Crabs, crawfish and lobsters**, from Lisbon, 99¢ per kg., minimum 45 kgs. \* **Floral and/or nursery stock, excluding cut flowers**, not elsewhere specified, Dusseldorf, London, Paris, 41¢; Milan, 68¢ a lb. \* **Metal moulds**, New York only and Munich, 55¢ a lb. \* **Surface vehicles, self-propelled, excluding marine**, New York only, to Karachi, \$1.51 a lb. \* **Electrical equipment, excluding machinery**, New York only, to Karachi, \$1.51. \* **Electrical equipment**, to Colombo, \$1.64 a lb. \* **Machinery, excluding engines, turbines, electrical and office machinery**, New York only, to Karachi, \$1.55 a lb. \* **Quartz, raw**, New York only, to London, 77¢ a lb. \* **Precision instruments, apparatus and supplies**, New York only, to Karachi, \$1.51. \* **Films**, New York only, to Karachi, \$1.51 a lb. \* **Imitation jewelry, novelties, ornaments, excluding watches and clocks**, Jerusalem, 79¢ a lb.

## Financial Intelligence

● **REVENUES FOR THE FIRST HALF OF 1956** at Emery Air Freight Corporation were \$4,135,452 before taxes. Per-share revenue was 64¢ and net income \$215,765 (corresponding figures for the same 1955 period: \$3,197,301, 39¢, \$128,268). In an informal message to the stockholders, President John C. Emery tells of a favorable outlook for the second half of 1956. The immediate prospects are especially promising in the automotive and military traffic markets, and because of the response to a significant price change effected in May and to the international service which started in June.

● **EARNINGS OF \$1,006,100 NET** after taxes, equal to 55¢ a share, for the six months ended June 30 have been reported by Braniff International Airways. It was a 43.5% gain over the net earnings for the same 1955 period.

## Traffic Statistics

● **CARGO TRAFFIC IN JUNE THROUGH FOUR NEW YORK region airports** (La Guardia, N. Y. International, Newark, Teterboro) in lbs.: scheduled domestic freight - 17,025,500, express - 3,607,400, air mail - 4,240,800, first-class mail - 1,507,900; scheduled overseas freight - 3,859,100, air mail - 1,505,500; non-scheduled freight - 507,400; May helicopter freight and express - 393,700, mail - 142,100.

● **A QUARTERLY REVIEW OF AIRLINE TRAFFIC** and financial data has been published by the Air Transport Association of America. Based on official reports of individual airlines to the Civil Aeronautics Board, the review covers the first three months of 1956.

## People & Places

● **ON OCT. 17, AT SALT LAKE CITY**, the seventh annual award of National Defense Transportation Association will be presented to **Donald W. Douglas**, founder, chairman of the board and president of Douglas Aircraft Company.

● **APPOINTED SPECIAL CARGO SALES representative** for the eastern region of Braniff International Airways, with offices in New York: **James Di Stefano**. His territory includes New York, New Jersey, Pennsylvania and Massachusetts.

● **NAMED SALES MANAGER, U. S. A., for Middle East Airlines**: **Labib Majdalani**. His headquarters will be at the BOAC offices in New York.

# Routes ★ Services ★ Schedules

● SCHEDULED TRANSATLANTIC ALL-CARGO service of **Seaboard & Western Airlines** has been increased to six flights a week. Starting this month, the schedule provides for daily departures from N. Y. International Airport at midnight, Monday through Saturday, except for Tuesday when the flight departs at 4 p.m. Arrivals from Europe are scheduled daily, Sunday through Friday. The Friday arrival is listed for 2 a.m. to permit same-day delivery to New York importers and retailers.

(S&WA SERVES SHANNON, LONDON, GLASGOW, Amsterdam, Brussels, Hamburg, Frankfurt, Dusseldorf, Stuttgart, Nuremberg, Munich, Paris, Geneva and Zurich. Interline connections at these points provide for the movement of freight to the Middle East, the Far East and Africa.)

● THE ALL-CARGO FLIGHT 353 - DAILY except Sunday and Monday - of **American Airlines** now operates later, leaving New York at 1:30 a.m. and arriving in Chicago at 3:50 a.m. DC-6-80 equipment is used on this flight.

● THE NEW YORK CARGO DEPARTMENT of **National Airlines** is now located in the new cargo terminal at N. Y. International Airport. The new facilities measure 12,000 sq. ft., more than twice the space formerly used by NAL for cargo operations. The special equipment and air-conditioned offices, part of the company's hundred-

red-million-dollar expansion program, are expected to expedite the increasing flow of air shipments between New York and the South. The cargo department is open 24 hours every day.

● THREE EXTRA DISCOUNT FLIGHTS to Nassau, making a total of five a week between New York and the Bahamas, will be operated by the **British Overseas Airways Corp.**, starting Sept. 3. The new flights will originate at N. Y. International Airport on Monday, Tuesday and Friday, all terminating at Nassau. Current twice-weekly flights, on Thursday and Sunday, continue from Nassau to Montego Bay and Kingston.

● WITH PROVISION FOR EASIER AND FASTER conversion of its interior from passenger to mail and freight hauling, the first Sikorsky S-58 helicopter released by the military for commercial use went into service last week on the routes of **New York Airways**, which operates in the metropolitan New York area. By comparison with previously flown equipment, the S-58's useful load is 3,600 lbs. as against 1,200. Its cruising speed is 105 mph. as against 85. More of the new helicopters will join the NYA fleet before the end of this year.

● THE LARGEST AIRLINE IN EUROPE, **British European Airways**, celebrated its 10th anniversary last week. It began operations in 1946.

## Washington Roundup

● WHETHER THE WASHINGTON NATIONAL AIRPORT is providing the capital with adequate service will be determined in formal proceedings which the Civil Aeronautics Board has decided to hold. The Board's order will also rule on whether or not the public convenience and necessity require authorization of airline service to Washington through Baltimore's Friendship Airport. The CAB action is being prompted by the increasing volume of traffic already moving through Washington National Airport and expectations for the next few years.

CURRENTLY THERE ARE 14 DOMESTIC certificated airlines serving Washington on 20 different routes. The Board has indicated it is willing to discuss the problem with them informally and also to entertain applications from those

of them which would be willing to schedule flights into Friendship Airport.

(THERE IS NO WAY TO COMPEL an air carrier to provide service to Washington through Baltimore's airport, without resorting to the notice and hearing requirements of the Civil Aeronautics Act of 1938. If the facts developed at such a hearing demonstrated that service at National Airport is inadequate and that another airport must be utilized in the interests of adequacy, then CAB could compel such service.)

● THE 27TH SCHEDULED AIRLINE TO BECOME a member of **Air Cargo, Inc.**, is **The Flying Tiger Line**. **ACI** operates as a ground service organization for the airlines in connection with their transportation of property, particularly freight. It began to furnish pickup and delivery service to **FTL** in Detroit on Aug. 1.

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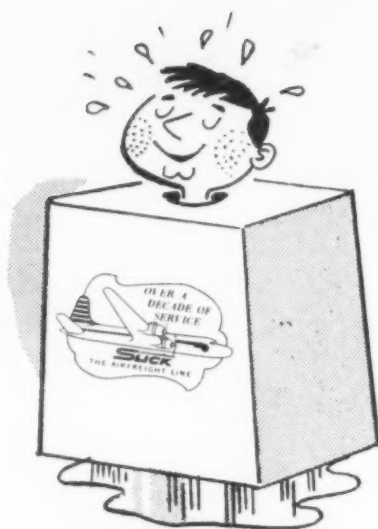
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- RESERVED SPACE IN BIG PLANES
- OVERNIGHT DELIVERY TO MAJOR CITIES
- DOOR-TO-DOOR SERVICE
- EXPEDITED GROUND HANDLING
- SAVINGS IN STORAGE, INVENTORY, AND INSURANCE

Call your nearest SLICK office for information or service. You'll find it a real SLICK service . . . tailored to your shipments, large or small. SLICK's wide-spread network of stations and interline connections can serve you everywhere. Specify "VIA SLICK!"

**SLICK**

**The AIRFREIGHT Line**

3000 N. CLYBOURN AVENUE  
BURBANK, CALIFORNIA

... for more details check  
#1 on HELP-O-GRAM card.



**GENERALLY SPEAKING,** members of the sales department, that is, both the in-plant sales force and the field men, know little or nothing about transportation and its effect on customer sales. Of the two groups in sales, the field representatives normally have much better knowledge of the problems confronting the dealers in respect to transportation than the men in the "home office." However, whether they have knowledge of traffic or not the sales force is prone to make costly concessions to dealers in order to land a good account.

Because of this, it is well that a traffic department periodically

issue some sort of instruction bulletin both to the home office and the field representative informing them of their policies so that they can make the adjustments with the dealers and thus avoid conflicts between their commitments and the traffic department procedures. For example, an explanation of the F.O.B. points and F.O.B. terms is in order so that customer complaints may be handled properly.

When a concern is selling F.O.B. plant, the sales representative should be thoroughly briefed in the procedures in claims, losses, damage, etc. A

(Continued on Page 30)



**ASSOCIATED TRAFFIC CLUBS OF AMERICA** has announced that its 33rd annual meeting will be held at the Seville Hotel, Miami Beach, Fla. on October 24 and 25. A record attendance is predicted.

**LOS ANGELES TRANSPORTATION CLUB** held its 7th annual "Steamship Day" golf tournament on July 27 at the Fox Hills Country Club, Culver City, Calif. The affair included barbecue dinner and entertainment.

**SOUTHEAST TRAFFIC CLUB** of Los Angeles staged its annual "Air-Steamship Night" meeting at the International Airport on July 26 under the direction of Dan Connell and Howard Padget. The club is now planning its "Motor Carriers Night" meeting for September 28 at the California Country Club. A Hawaiian Luau with entertainment is in the works.

**FIBRE BOX ASSOCIATION's** Traffic Committee has elected Oliver H. Stieber as chairman and Olaf N. Rye as vice chairman. Stieber is general T.M. of Gaylord Container Corporation, Division of Crown-Zellerbach Corp. Rye is general T.M. of International Paper Company.

**SEATRAN LINES** has appointed Harry J. Johnson vice president for traffic with headquarters in New York.

**WOMEN'S TRAFFIC CLUB** of Central California celebrated its fourth birthday at a party June 9 in Fresno. Newly-elected officers were installed. Pat Kirby chaired the arrangements committee.

**WOMEN'S TRAFFIC CLUB OF SAN FRANCISCO** conducted its first research meeting of the year on June 21 at the San Francisco International Airport.

Harold S. Messersmith, superintendent of airport operations, was the guest speaker.



# International Air Cargo Center Dedicated



Artist's rendering of 80-acre air cargo center at New York International Airport built by the Port of New York Authority at a cost of \$5,500,000. Center comprises four one-story cargo buildings, each 80 by 750 feet, and a two-story cargo service building with a floor area of 69,000 sq. feet.

A VERY PROMISING FUTURE for the air cargo industry was predicted by Donald V. Lowe, chairman of the Port of New York Authority at the dedication ceremony on June 27 of the new International Air Cargo Center at New York (Idlewild) International Airport.

Presenting statistics of past achievements to back up his optimism, Lowe pointed out that the volume of air cargo handled at New York International Airport "has increased more than eleven-fold in just six years," from a low of just over 9 million pounds in 1949 to over 106 million pounds

last year. He added that C.A.A.'s Office of Planning, Research and Development had predicted a three-fold increase in domestic air cargo between 1954 and 1965 and an annual rise of 10 percent for international cargo during the same period.

"But despite the growth to date," Mr. Lowe asserted, "the air carriers have only scratched the surface of the total cargo market. There are, of course, certain commodities which are so large or so heavy in proportion to their value that they

*(Continued on Page 37)*

## \$33 Million "Terminal City" Being Built For Chicago Trucks

CHICAGO'S NEED FOR MORE shipping and terminal space may be fulfilled next winter when construction is completed of "Terminal City," a \$33 million truck terminal center with a capacity of 1600 doors.

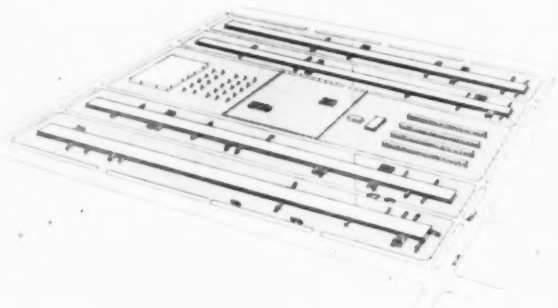
According to Henry C. Mettam, president of Terminal City, Inc., the company which will build and operate the enterprise, the center will occupy

a 160 acre plot on Chicago's southwest side. It will have four terminal buildings, each more than a half mile long.

Plans also call for an administration building, control tower, parking areas, gas stations, warehousing equipment, repair facilities, a 600-unit motel for drivers, bowling alleys, cafeteria, restaurant, retail shops and a recreation area.

Each terminal will be 128 feet wide. Door spaces will be 12 feet wide with overhead doors

*(Continued on Page 38)*

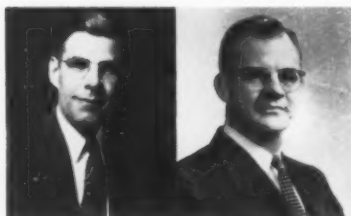


This architect's drawing shows the proposed layout of Terminal City, a 160 acre trucking center to be built on Chicago's Southwest side. Each of the four terminal buildings will be 1/2 mile long and the center area between the sheds will be used for truck repair, motel, shops, administration building and a restaurant.

# NEWS— PROMOTIONS

of companies and associations

**CONTAINER LABORATORIES, INC.** has announced the election by its board of directors of **Allyn C. Beardsell** as president and treasurer. He succeeds **Charles J. Zusi** who resigned on July 1. At the same time, **Charles P. Wharton** was elected vice president of the firm.



BEARDSSELL

WHARTON

Beardsell has been associated with Container Laboratories since 1949, first as a field engineer and later as vice president and manager of the New York Division. Before 1949, Mr. Beardsell served for seven years as coordinator of packaging, shipping and warehousing of Western Electric Co., and for 12 years as supervisor and director of Hinde & Dauch Paper Company's Eastern Division Package Laboratories. During the 1955-56 season, he was president of the New York Chapter of SIPMHE.

Mr. Wharton will continue to manage Container Laboratories' Washington Division where he is responsible for package engineering studies being performed for the government and prime contractors. Prior to 1952 when he joined the company, he was Chief of the Packaging Section of the Army General Staff and Vice Chairman of the Army Packaging Board.

**ASSOCIATION OF AMERICAN RAILROADS** announced that during the first five months of this year, Class I railroads installed a total of 661 new locomotive units, all diesel-electric. During the same period of 1955, Class I roads installed 516 new locomotives. A total of 885 new locomotive units were on order as of June 1.

**THE BROWN-BRIDGE MILLS, INC.** has appointed **Fred Koehn** as a special sales representative working with **H. T. Blair**, vice president and sales manager. Koehn previously was with American Reinforced Paper Co.

**Lester R. Lindsley**, who has been in the materials handling field for 41 years, has been appointed sales manager for **P. W. Voss and Associates**, franchised Chicago representative of **Automatic Transportation Company**, it was announced recently by **Roy L. Wolter**, Automatic's general manager.

**R. M. PEASE ASSOCIATES, INC.** has changed its name to **Packaged Industrial Power, Inc.**, it was announced by **Robert M. Pease**, president. The firm, which sells and services industrial batteries and chargers, also moved its quarters to Jersey City, N.J.

## McLAURIN & ANGIER MERGE

Over a century's progress and experience in paper and paper processing was consolidated on July 1 with the merger of **McLaurin-Jones Company** and **Angier Corporation**.

The new organization, to be called **McLaurin-Angier Co.**, will make its headquarters at Needham Heights, Mass. It is an affiliate of **Ludlow Manufacturing and Sales Company**. Officers will be as follows: **Henry M. Bliss**, president; **Albert J. Thiel**, executive vice president; **John M. MacLaurin**, vice president (Manufacturing); **E. Lee Turley**, vice president (Sales-Fine Paper); **Richard H. Eggleston**, vice president (Sales-Coarse Paper); **Malcolm J. Odell**, vice president (Research); **Joseph C. Mahoney**, treasurer; and **P. R. Palamoun-tain**, comptroller and clerk.

**McLaurin-Jones** has produced gummed papers, coated papers, and tapes since 1906. **Angier** has specialized in the development of protective packaging papers for 60 years. **McLaurin-Angier's** organization will establish sales divisions for **Industrial Packaging Materials** and **Tape Products**.

**SEAL-O-MATIC DISPENSER CORPORATION** has announced its removal to larger quarters in Newark, N. J. An affiliated firm, **Flash Mfg. Co.**, also moved to Newark. According to **Samuel Ortner**, president, the move was made to "accommodate our growing organization and to provide adequate room for further expansion."



This is new headquarters of Seal-O-Matic and Flash companies at Newark, N. J.

The company will continue to produce tape machines and moisteners at its Bridgeport, Conn. plant. Knives, blades and box openers under the **Flash** and **Lewis** labels will be made at Bridgeport and Newark. A branch office for sales and local service will be maintained in New York.

**Louis Schramm, Jr.**, president of **Chelsea Warehouses** and of **Allied Van Lines, Inc.**, was tendered a testimonial dinner recently by the **Moving and Storage Industry of Greater New York**. More than 500 leading warehousemen, labor leaders and government representatives attended the dinner at the **Waldorf-Astoria** to pay tribute to **Schramm** for his "unselfish devotion to the problems of the household goods moving and storage industry."

**NEW YORK FOREIGN FREIGHT FORWARDERS & BROKERS ASSOCIATION** voted at their June 27 meeting to support the formation of a conference of ocean freight forwarders in the Port of New York. The primary aim is to establish minimum compensatory rates to charge shippers and reasonable practices to govern forwarders.



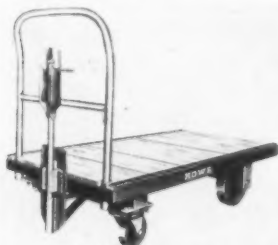
# NEW

# PRODUCTS IDEAS SERVICES

## FOR AUGUST, 1956

### Dragline Trucks

Extra strength is provided by the all welded steel framework of the new line of dragline trucks introduced by The Howe Scale Company.

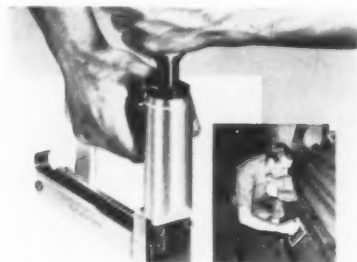


The replaceable hard wood deck is light in weight and provides long-lasting, non-slip cargo carrying surface. Platform sizes and load carrying capacities can be made to fit any requirements. Standard deck heights range from 7½" to 14". Roller-bearing wheels with steel, plastic or rubber tires and easily accessible grease fittings are standard equipment.

(Check #41 on card facing Page 6).

### New Tacker

Designed to serve the needs of small and medium size shipping rooms is the new "S" tacker just introduced by Senco Products.



This tacker is not powered by air, but it has the same "tool-type" features of the Senco air tackers. A light blow on the plunger instantly drives home staples ranging in leg length from 3/16" to 5/8" with either wide or narrow crowns. There are various lip lengths and models available for use on any of the 62 different types and sizes of staples produced by the company.

(Check #42 on card facing Page 6).

### Tape Lessens Curl

Gilman Paper Company has just announced a new development in gummed tape production which minimizes curl and makes every inch of the roll usable right down to the core.

The new product is called "Cold-Rolled" Gummed Tape, taking its name from the special process which carries the freshly gummed kraft stock over cold rollers and chilling it for the exclusive "plantizing" operation which follows. These two steps make the tape more pliable and prevent spiralling and snarling in dispensers. Making full use of the roll not only speeds up sealing but reduces gummed tape costs and labor costs for users. The new tape with plain or ribbed gumming, comes in 11 colors, which may be purchased plain or printed.

(Check #43 on card facing Page 6).

### Foot Staplers

Equipped with an arm and post which are interchangeable, the new foot-operated bottom staplers can cut carton set-up costs to less than a penny for the average box, it was stated by the producer, Container Stapling Corporation.

Model BSF, as it is called, can be used to set up telescope cartons, flat pieces of interior packaging, bottoms of regular slotted cartons and overlap cartons. This foot-operated stapler is reported to be wear-resistant.

(Check #44 on card facing Page 6).

### Strap Sealer-Stretcher

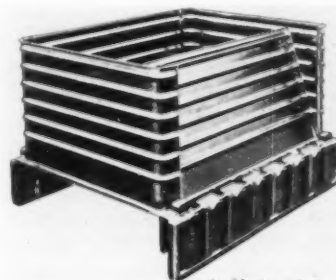
Manufacturers and dealers in heavy items may be interested in a new hydraulic powered heavy duty flat steel strapping combination sealer and stretcher with a built in waste cut off shear that has been developed by the Gerrard Steel Strapping Division of the United States Steel Corporation.

The implement can be used for the tying of bulky and heavy items such as sheet steel and lumber. The new model accommodates ¾" and 1¼" USS Gerrard heavy duty flat steel

strapping. Information on this new product, Model 56-57, is available free. (Check #45 on card facing Page 6).

### Folding M-H Box

Eliminating up to 66 per cent of the space needed to store and ship empty boxes, a new "fold-away" materials handling box which can be reduced to 1/5 of its original size has been developed by the Pressed Steel Division of Republic Steel Corporation.



Made of corrugated steel, the box has collapsible sides which are easily set up or folded down. The sides are locked by a pin and slide bolt arrangement, giving the box a rigidity which permits it to be used in the same way as a non-collapsible box. The unit can be tiered when loaded, unloaded or folded. It has no removable parts.

Handled equally well by fork or platform truck, it can be used to save transportation costs in return shipping of empty containers. The box is tailor-made in various widths, heights and lengths and can be designed for two or four-way fork truck entry.

(Check #46 on card facing Page 6).

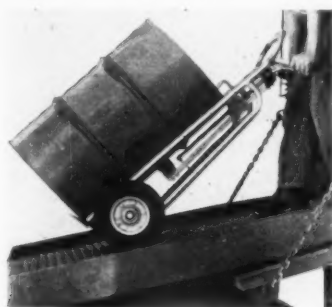
### Barrel Truck

Two-wheel safety brakes are the chief feature of the new all-aluminum "Ezy-Rol" barrel truck developed by Valley Craft Products, Inc.

The brakes give the operator complete control of loads as heavy as 1,000 pounds when moving down ramps or steel inclines. Where volatile materials are used, the aluminum construction prevents the possibility



of sparks between the truck and steel drums.



A spring actuated chime hook speeds all barrel handling operations, the company stated. The barrels can be tipped easily because of the special design of the loading shoes which allow comparatively short handles to be used. The shorter handles permit easier turning inside of truck and car bodies during loading operations.

(Check #47 on card facing Page 6).

#### Carloading Chart

Information on carloading for anchored loads is now provided by Signode Steel Strapping Company in the form of a wall chart.

This chart is designed for shipping room and loading dock personnel, and

it includes instructions for preparing the car, wrapping anchor plates, draping the car, bulkhead construction and use of strapping tools.

(Check #48 on card facing Page 6).

#### New Literature

Dispensing machines for gummed kraft, reinforced, cellophane and pressure-sensitive tapes are described in a new catalog published by Seal-O-Matic Dispenser Corp. Photographs and the text outline in detail the operating procedures, design dimensions, weights, prices and other data.

(Check #64 on card facing Page 6).

Six case history applications of the Drumpak heavy-duty corrugated container are illustrated in a four-page brochure published by Gaylord Container Corporation, Division of Crown Zellerbach Corp.

(Check #65 on card facing Page 6).

Complete information on its automatic nailing machines, their uses and specifications, as well as a nail chart are contained in a four-color folder just published by Auto-Nailer Company.

(Check #66 on card facing Page 6).

"Materials Handling, Stacking, Warehouse Applications of Wire-

bound Boxes and Crates" is the title of an eight-page illustrated booklet published by Wirebound Box Manufacturers Association. The brochure illustrates outdoor and indoor high-stacking of heavily-packed wirebound containers in minimum space, handling by industrial trucks, and loading of cars and trucks.

(Check #67 on card facing Page 6).

Pamphlets have been issued by Flash Mfg. Co. on its complete line of safety, utility and fibreboard knives and a box opener.

(Check #68 on card facing Page 6).

The National Wooden Pallet Manufacturers Association has announced the publication of a technical pamphlet entitled, "What You Should Know About Expendable Pallets." The pamphlet includes data on the types of expendable pallets, construction standards for pallet parts and fastenings and allowable tolerances. Copies are available free.

(Check #69 on card facing Page 6).

A new illustrated, two-color catalog on 19 different types of power conveyors has been issued by Harry J. Ferguson Co. Size and dimension data and installation photos on portable, stationary, horizontal and inclined



# STUCK?

## next time get... Seal-O-matic

### Here's why Seal-O-matic saves you time and money!

- The only tape machine selling for less than \$75.00 dispensing up to 36" in one stroke!
- Automatically measures, wets, cuts, ejects gummed tape widths 1 1/2" to 3"
- 2 pure bristle brushes plus scientifically designed pressure weight assure efficient end-to-end moistening! Removable water tank, easily cleaned. Constant water level.
- Lifetime stainless steel cutting blade.
- Easy to read measuring scale.
- Fully enclosed streamlined body keeps tape fresh and clean. Attractive Hammer-tone Gray finish.

**10 DAY FREE TRIAL:** Order either machine, remit in 10 days or return—no obligation!

Consult your local distributor or WRITE for catalog on complete line: Automatic and Manual Tape Dispensers, Moisteners, Carton Openers, Safety Knives, etc.

## Seal-O-matic DISPENSER CORPORATION

Formerly Lipton Manufacturing Co.  
Dept. SM-8, 169 Murray St., Newark 5, N. J.  
Our 22nd Year!



**MODEL 55**  
similar in appearance  
for reinforced as well  
as regular tape

**\$55.95**

F.O.B.  
Factory

**SENIOR 3"**  
for regular tape

**\$49.95**  
F.O.B.  
Factory

(Prices slightly higher West of Rockies)

... for more details check #15 on HELP-O-GRAM card.



**Parts Bag**  
Basic drawstring bag. Quality at low cost. Storage of non-tag items—tying parts to machinery, etc.



**Wire-Ty Bag**  
Same as basic parts bag, but with a wire-tie for fast and secure fastening of parts to machinery, etc.



**Dual Mailer**  
Top quality drawstring bag with high quality kraft envelope stitched in at the bottom for enclosures.



**Mail-a-Bag**  
Mailing bag with non-tear **Plasti-Tuff Tag** (plastic-impregnated fibers) for address, etc.



**Sup-r-Bag**  
A fine tightly-woven bag with mildew-proof, insect-proof **Special Magic-Mark Tag** (always keeps markings legible).

Solve Your Special Bag Problems with

# HUBCO

Custom-Made

## MAILING & STORAGE BAGS!

Special protection is now possible with Hubco's exclusive innovations in bag and tag materials. These include: (1) weather-resistant bags (2) durable **Plasti-Tuff Tags** of plastic-impregnated fibers (3) mildew, insect-proof **Magic-Mark Tags**—pencil marks legible under abusive conditions.

Parts hard to pack or mail are no problem to the experienced bag design specialists at Hubco. Their services are available at no extra charge. Just "tell us your troubles". We'll help solve them by designing tailor-made bags to fit your specific needs.

Putting "sales-punch" in packaging is another specialty. Our professional merchandising experts will plan your product packaging with promotion, sales-appeal and profit in mind... give you the "best-lookin' bags in the business"! Hubco has complete modern facilities for layout, plating and printing bags and tags in up to 4 colors.

Whatever Your Bag Problem... turn it over to Prof. Herbie Hubco for a prompt, 100% satisfactory solution!

**FREE** sample bags, prices & sizes sent on request without cost or obligation. Write TODAY:



**HUTCHINSON BAG CORP.**

Hutchinson, Kansas

Professor Herbie Hubco, B.D.E.  
\*Bag Design Engineer

... for more details check #1 on HELP-O-GRAM card.

types of conveyors are included. Floor-to-floor conveyors, power belt corners and power roller curves are also covered.

Check #70 on card facing Page 6.

## Packing A Punch

(Continued from Page 8)

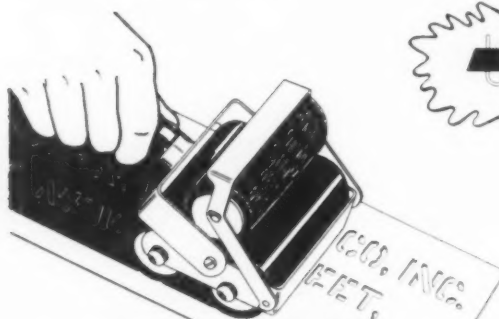
on questionable claims; (3) Allow salesmen and terminals to settle small claims; (4) Maintain an effective program to prevent loss and damage; (5) On an unusually large claim which is of a controversial nature—make a personal call; (6) Use the baseball adage "Tie goes to the runner." (7) When there is no question but that the claimant is in error—be tactful in declining the claim.

## "LISTEN MR."

(Continued from Page 24)

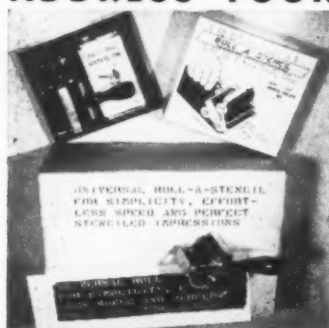
good example of this is when a shipment is forwarded F.O.B. plant and a dealer claims non-receipt of the material. Legally and technically it is up to the dealer to enter claim with the carrier for this merchandise and by the same token pay his invoice to the company. A sales representative, who is not aware of this quite often will write to the home office and request that a credit be given to this particular dealer or he may advise the dealer not to pay the invoice at all because of non receipt of the material. Then there is a conflict between the proper traffic procedure and the sales whims.

Another important phase of sales and traffic liaison is the proper information to give a dealer in regard to routing instructions which a dealer may have. It should be pointed out by a sales representative that in any concern where a large quantity of orders are shipped daily, the dealer should specify on each copy of his purchase order either routing instructions which they wish to have followed or reference to standing routing instructions which may be filed in the shipping department. If this is not done the shippers can conceivably have a difficult time processing each order to determine



Patent Pending.

## A BRAND NEW WAY TO STENCIL ADDRESS YOUR SHIPMENTS . . .



"LIKE ROLLING ON A RUBBER STAMP" it's so easy - and by actual test, more than **3 TIMES FASTER** than any other stenciling method or product.

- **"ROLL-A-STENCIL"** advanced design with self contained ink roller holds enough ink to stencil all day on one inking.
- **TWIN ROLLERS** smoothly roll perfect stenciled impressions in one rapid stroke with no effort!

Our surveys show that shipping departments welcome this completely new and faster method - Order your set today on a money back guarantee. Set shown includes pint can of ink and pouring spout . . . **\$10.50** plus postage.

**UNIVERSAL FOUNTAIN BRUSH CO., St. Petersburg, Florida**

... for more details check #16 on HELP-O-GRAM card.

the proper routing as specified by the dealer.

Probably the most important of all transportation policies to be conveyed to the dealers by the sales representatives is that of weight breaks insofar as transportation costs are concerned. By the proper interpretation of weight break rules and rate regulations a sales representative can get first, a larger order from a dealer and secondly, show the dealer how he may save money by ordering in large quantities.

Generally, the weight break for all cities occurs at about forty pounds, that is a dealer would pay the same freight rate for 40 pounds as he might for 100 pounds. This means that a dealer who normally orders 40 pounds or less could receive 60 extra pounds of merchandise at no additional freight rate. The sales representatives should provide the dealers with a list of items sold plus the weight of these units. By using this, the dealer might be able to order more material to make up for the difference in weight. Needless to say, this would be to the advantage of the shipping department to have dealers order in uniform case lot quantities and larger quantities thus eliminating many side or extra shipments.

Here is an example of how a dealer might be penalized by not taking advantage of the 100 pound weight break. If he were to order 12 boxes of "x" material and 12 boxes of "y" material, total weight of which might be 40 pounds, he would pay, let us say, \$3.62, which is the minimum charge to have this shipment delivered to his door. If, the next week, he orders 6 of "w" materials at a weight of forty pounds it would cost him an additional \$3.62 or approximately 60 cents per unit on the latter material. It is obvious that if he had ordered the material as a lump shipment he would not have had to pay any addi-

## MAKES AND DRIVES 8700 NAILS PER HOUR CUT COST AND IMPROVE APPEARANCE ON:

SKIDS, BOX SHOOKS, CRATE PANELS,  
CLEATED PLYWOOD PANELS



Controlled depth drive; controlled countersink; makes its own nails in accurate lengths up to 2¾ inches.

Three types of nailing—straight, brad, clinch, or will start nails for later hand-driving.

STRAIGHT



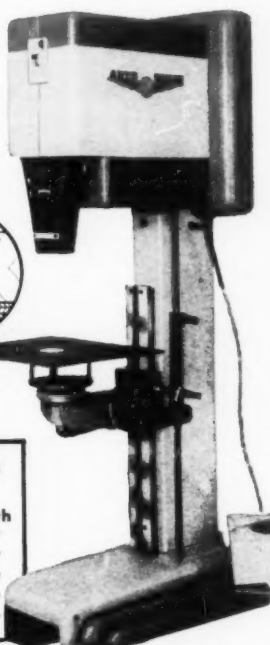
BRAD



CLINCH



Hurricane drive eliminates splitting. Auto-Nailer nails stay put—won't back out.



### WORKING RANGE OF AUTO-NAILERS

MODEL	Length	NAILS		WORK AREA	
		Gage	Height	Depth	
Crusader—2	¼ to 1"	18-19-20	9¾"	2¾"	
Mercury—3	¼ to 1½"	17-18-19	9¾"	3¾"	
Spartan—4	¼ to 1½"	15-16-18	35"	12½"	
Trojan—5	¼ to 1¾"	15-16-17	14½"	8½"	
Hercules—9	½ to 2¾"	13-15	32½"	15½"	

### NEW HERCULES-9

Write for free catalog

## AUTO-NAILER

AUTO-NAILER CO., 269 Marietta St., N.W., Atlanta 13, Georgia

... for more details check #19 on HELP-O-GRAM card.

tional freight charge or could have effected a saving of approximately 60¢ per unit.

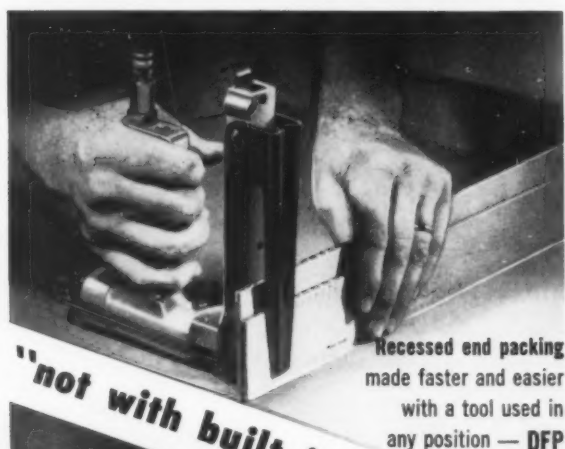
These are things that should be pointed out emphatically to sales representatives. By the same token the traffic department should supply each sales representative with a list of comparative rates and weights and methods of transportation to the major cities which he services so that he can intelligently sit down with the dealer and help him to order in the most economical way.

These are but a few of the ways in which a Traffic Department can be of assistance to a sales department. Unfortunately, the sales department will not solicit or is not aware of these savings and therefore it is up to the traffic department to bring these things to their attention.

### CORRECTION

The address of A. L. Hansen Mfg. Co. was inadvertently omitted from its advertisement in the July issue of SHIPPING MANAGEMENT. The company's address is 5027 Ravenswood Ave., Chicago 40, Ill.

# Shipping a BOTTLENECK?



**"not with built-in production"**



**Senco tackers**  
**cut packing cost...**

simply by doing more work in less time and can be tailor made to your packing. Their dependability is proven by wide spread assembly line use.

Write today and put your problem in Senco's hands. Sales and service in all principal cities USA and Canada.

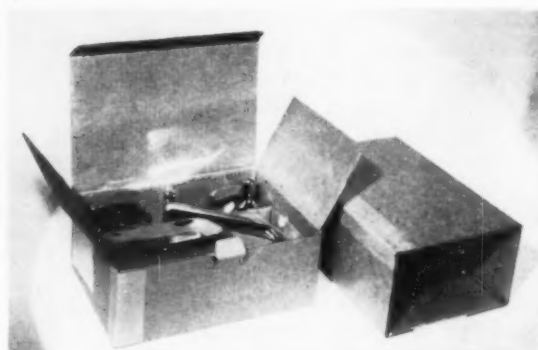
**Senco products inc.**

5578 WOOSTER PK. CINCINNATI 27, OHIO

... for more details check #21 on HELP-O-GRAM card.

## One Box Replacing 5 Sizes Yields 40% Savings

Replacing five boxes of various sizes, a new corrugated container is being used by Repcall Brass Manufacturing Company of Los Angeles to package 35 different sets of faucet fixtures. The container has brought about a 40% saving in packaging costs for Repcall, according to Robert Cowing, purchasing agent.



Two die-cut inserts are used alternately depending on the style of fixture to be packaged. Featuring a tuck top and snap-lock bottom construction, the container is closed with a tab die-cut in the front panel which locks into a slot in the top panel. The package is covered by a taped tube to give the product additional protection during shipment.

## Green Light for Forwarders

(Continued from Page 27)

assembled is inadequate for a profitable consolidated shipment.

Both types of indirect air carrier are exempt from a variety of legal and regulatory provisions which apply to airlines proper. These authorizations may be withdrawn by CAB at any time it feels that they are running contrary to public interest.

Rules for insurance were established in the CAB decision: Every forwarder must carry cargo insurance to a minimum of \$10,000 per conveyance or warehouse. (Conveyances include aircraft, trucks, trains and boats.) A minimum \$5,000 of insurance for loss or damage to property occurring at any one time or place. Public Liability claims for bodily injury or death: Minimum \$10,000 for one person and \$20,000 for all persons in any one accident.

Some of the changes made in rules and regulations between the preliminary decision and the final draft are worthy of note. As these decisions

1.) Forwarders may not act as agents of a di-



rect air carrier with respect to shipments accepted for forwarding.

2.) Forwarders acting as agents for the shipper are now forbidden to charge any commission for agency services used in obtaining the direct air transportation, and must limit charges for specialized and surface transportation services to amounts separately specified in their filed tariffs.

3.) In cases where the consignee is to pay the freight charges and where the forwarder is acting as the agent of the shipper, the forwarder is required to send to the shipper a copy of the charges for the specialized and surface transportation services rendered.

4.) Inspection of accounts and properties of cooperative shippers associations and subjecting them to provisions of the Civil Aeronautics Act is another ruling of the new order.

#### "Supplemental Opinion"

The order which CAB adopted in April of this year is officially called "Supplemental Opinion and Order on Reconsideration." In the *opinion* section of the order CAB pointed out that some air freight forwarders charge rates higher than those of the airlines but compensate for this practice by the high quality of the services they render. The CAB answered an airlines complaint that forwarders are in direct competition with them for less-than-100-lbs. shipments by pointing out that airlines have established high minimum rates in these lower weight brackets. Existence of high minimum rates plus the fact that the airlines contract out the small package air express business to Railway Express Agency led the CAB to the conclusion that the airlines are not actively interested in the small package business. The airlines had stated that the high rates were necessary because the amount of "paper work" was the same whether the shipment was heavy or light. To this the CAB replied that loss of small shipment revenues to the forwarders were balanced considerably if not entirely by savings in the airlines' cost of processing these shipments.

In justifying its decision favoring continuance of air freight forwarders CAB noted "substantial and increasing acceptance of the forwarders' services by the shipping public, and the benefits to the shipping public and to the airlines by way of lower rates, efficient ground handling services, and solicitation and advertising which stimulate the development of air freight."

Thus did the Civil Aeronautics Board salute the young but growing air freight forwarding industry. As to traffic and shipping managers it would seem that it would be to their interest to look into the growing variety of services being rendered by the forwarders for all types of products, light and heavy, soft and hard goods.

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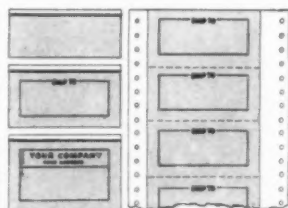
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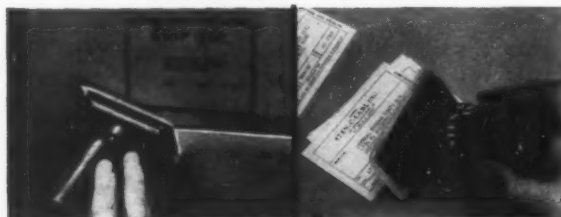
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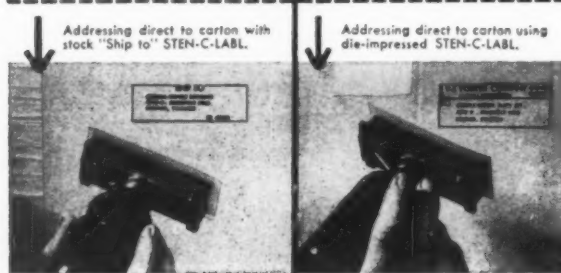


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## T. M. As A Profession

(Continued from Page 11)

standpoint of transportation and traffic management have been stated in reports of the Committee on Professionalization of the Associated Traffic Clubs of America.

That transportation and traffic management meets all of the criteria of professional status is demonstrated by the consideration of these criteria:

1. There is a substantial body of technical data necessary to be mastered by one who aspires to do respectable work in transportation and traffic management.

2. The materials for the study of transportation and traffic management are becoming better organized and presented for study as a result of the work of transportation specialists, traffic managers, lawyers, economists, governmental departments, teachers and professors, publishers and editors.

3. Transportation men, traffic managers, lawyers, and teachers in informal educational groups, traffic club study groups, classes in schools, colleges and universities, and extension educational institutions of various kinds throughout the United States, are assisting those who seek additional training in this field. Those who have been working in this field for a number of years are encouraged by the number of teachers who are interested in sharing their technical knowledge and experience, and in the increasing qualifications of those who are engaged in the work. Progress is being made, but there is still much to be done.

4. The number of men and women interested in learning how and where to obtain technical training and further opportunities for study in transportation and traffic management is large and increasing.

5. The transportation and traffic practitioners who are the acknowledged leaders in the field are generous in the exchange of "know-how" with each other and are eager to assist those who aspire to make progress in the field. This attitude is shown in the establishment and growth of technical associations in transportation and traffic management. It is evidenced in the interest in development of educational programs in traffic clubs, educational institutions, the Associated Traffic Clubs of America, and the American Society of Traffic and Transportation. It is indicated by the increasing reading of technical and trade journals. It is shown in the increased study of fields related to transportation and traffic management, such as marketing, economics, and government, and the study of decisions of the Interstate Commerce Commission and the United States Supreme

Court.

6. The ethical standards in transportation and traffic management are high and they are improving. This is evidenced by the growing cooperation of shippers and carriers. It is demonstrated by the formulation of codes and ethics, such as the Canons of Ethics of Practitioners before the Interstate Commerce Commission and of the American Society of Traffic and Transportation.

7. The spirit of public service is evident to anyone who is brought into close contact with transportation and traffic men. They, like any sensible human being, are interested in earning good incomes, but few look upon their jobs as only a means of earning salaries or fees. They consider the work that they are doing as constructive effort to keep going and improve the national economy and welfare. The cooperation of shippers in assisting carriers in spreading an inadequate freight car supply as widely as possible is but one conspicuous instance of this spirit.

## Air Ride Suspension

(Continued from Page 17)

shield, which was packed in a third and lighter manner. The weights were as follows: 30 lb. gross, 26 lbs. net and 4 lbs. tare or package weight. This resulted in a tare weight saving of 8 lbs. or 66 2/3% of the original tare weight.

The shipment, now consisting of sixteen packages plus the jalousie windows, was then shipped from Pontiac to Los Angeles, California, and upon arrival, some of these packages had traveled 6,396 miles. There was no damage of any description to the contents. The jalousie windows reached their final destination in perfect condition.

We learned from the common carriers that the commodities which they have the most frequent claims on are: furniture, pottery and glassware. In order to get the ultimate knowledge from this test, we purchased a china cabinet, some pieces of pottery and glassware which were packed as they would be for local delivery in the Los Angeles area. The finished packages were loaded into the air ride suspension trailer which headed for San Francisco. By the time that the trailer arrived in San Francisco, some of these items had traveled 6,918 miles. The test shipment was given its usual rigid inspection and there was no damage to the contents.

Once again the test shipment was loaded into the air ride suspension trailer and headed across the country to Boston, Massachusetts. When it arrived, some of the packages had traveled 10,280 miles. But all of the contents arrived without damage or breakage. However, each time that this shipment was inspected, every package was opened and contents completely removed from the



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container. By the time that the shipment was inspected in Boston, some of the packages had begun to show fatigue from having the staples removed and replaced so many times.

The final lap of the test was from Boston back to Pontiac, Michigan, making a total distance of 11,114 miles which some of these packages had traveled. The minimum distance that any package had traveled was 4,718 miles from Los Angeles, California, and the final inspection at Pontiac revealed that all contents had completed the run successfully without breakage.

One item which we have not made any mention of so far during this test is the television and camera equipment which was installed at each stop for the purpose of showing the rider the exact action of the air ride suspension. There was no attempt made to pack this equipment in lighter packages but it is interesting to note that this delicate equipment traveled the entire distance of 11,114 miles without any damage and without the need of any adjustment.

Now let's take a look to see what results were obtained and what these results mean to us. We are all familiar with the panoramic windshield. We had three in this test; One packaged in a 275 lb. test carton, one in a 200 lb. test carton and one in a 125 lb. test carton. Now each carton served the same purpose. It delivered the part in perfect condition.

## Widespread Savings Possible

Therefore, it is safe to say that packaging requirements can be reduced to the very minimum, thereby reducing packing material costs. The gross shipping weight can be greatly reduced thereby reducing freight charges. Also, an undetermined amount of shipping volume can be saved which will either further reduce freight charges for the shipper or produce greater earnings for the carrier, or both.

Usually, when packaging material costs are reduced, the labor for packaging is reduced also. This would be an indeterminate amount and would vary according to the commodities being packaged.

In the test which we have conducted we have shown materials savings which amounted to approximately 30% and freight savings which average approximately 20%. I have been told that the cost for packaging material throughout General Motors Corp. for the year of 1955 was \$64,000,000. Now! Let's forget the percentage figures of 30% and 20%. A little rapid calculation will show you that 1% of \$64,000,000 is \$640,000 per year; 2% of \$64,000,000 quickly takes you to \$1,280,000 per year. Both are substantial figures when you are speaking of cost reduction.

I think it behooves every Packaging Engineer



in the country to keep his ear to the ground and stay abreast with the progress being made in vehicles such as this air ride equipment; also the effects of new and better highways, which will bypass many cities and eliminate numerous stops and starts. No doubt other manufacturers will come up with other similar devices to compete with this air ride equipment.

A good percentage of our present freight movement is by railroad freight car but don't forget, we already have air ride on railroad passenger cars. A forecast has been made that within the next few years 80% of the freight movement in this country would be by highway trailer and piggyback. What will air ride do on piggyback shipments? We don't know; this is too new.

## Air Cargo Center Opened

(Continued from Page 25)

probably will never be economically carried by air. But there are many other commodities which are rarely shipped by air today which are destined to become a part of the air cargo picture in the near future."

The new Air Cargo Center contains five buildings with a combined floor area of 309,000 square feet on an 80-acre site. The four cargo buildings provide cargo handling space and offices for 27 airlines. The Center also has parking aprons and truck loading platforms to permit the simultaneous loading and unloading of 20 aircraft and over 100 trucks.

An additional two-story Cargo Service Building will house the federal inspection services, freight forwarders, custom house brokers, a bonded warehouse, pick-up and delivery cartage companies. Like the airport, the cargo center is owned and managed by the Port Authority.

## Transcontinental Air-Truck Service Begun for Parcels Under 10 Lbs.

INAUGURATION OF A NEW TYPE of transcontinental delivery service for light parcels weighing less than 10 pounds was announced recently by United Parcel Service.

Charles W. L. Foreman, vice president of UPS, said the new service will utilize the company's present ground delivery system combined with coast-to-coast air shipments. Scheduled package deliveries will be made between Los Angeles and San Francisco on the one hand, and between Chicago and New York on the other.

At the outset, United Parcel will operate the service to nearly 1,000 delivery points including 352 areas in California, 222 in Illinois, 6 in Indiana, 194 in New Jersey, 170 in New York and

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11 in Connecticut. Deliveries of packages shipped from California will be made in Chicago on the third and fourth days, and between New York and California on the fourth and fifth days, Foreman said.

### Chicago's "Terminal City"

(Continued from Page 25)

on centers which will allow sufficient height for bulky freight. All spaces will be enclosed with heavy steel-wire mesh. Partitions will be set up for offices in each space. There will be 40 feet of inside space and a 10-foot sub-dock in each area.

The center aisles will be 28 feet wide and the consolidations and interchanges will be handled here with room for two-way traffic. The entire center will be flood-lighted at night and there will be electrical outlets in each rental area, Mettam said. A parking area of 20 acres will be reserved for trailers and tractors. Teletype, telephone and telegraph facilities will also be offered.

Operation of Terminal City is expected to begin about January 1, 1957, Mettam said. Renting of doors to trucking lines will begin soon.

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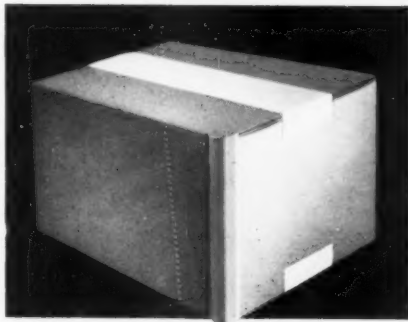
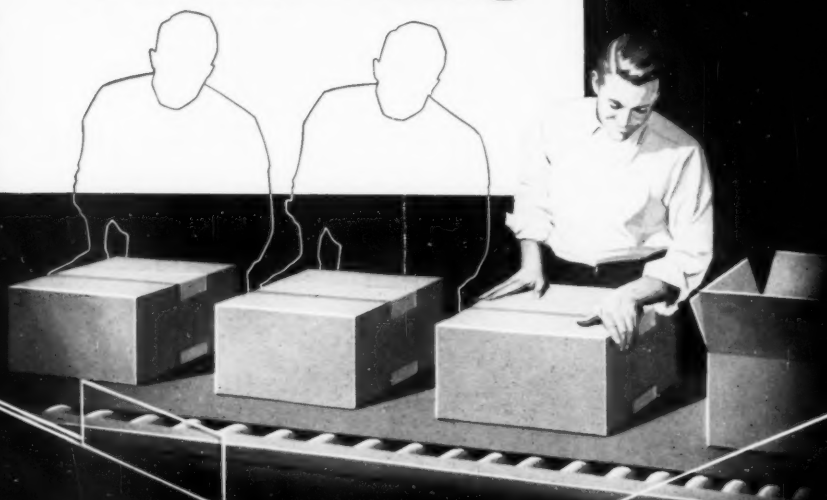
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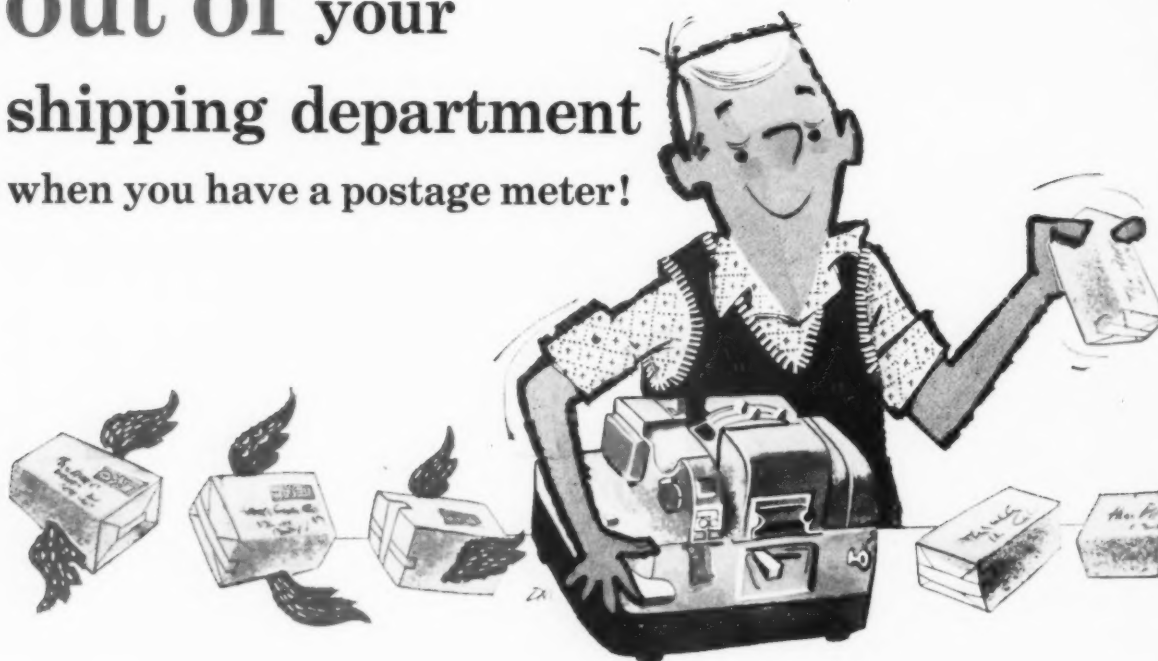
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